

**PRODUCERS' QUESTIONNAIRE**  
**LAWN AND GARDEN STEEL FENCE POSTS FROM CHINA**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than May 16, 2002**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning lawn and garden steel fence posts from China (inv. No. 731-TA-1010 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

<p>Name of firm _____</p> <p>Address _____</p> <p>City _____ State _____ Zip code _____</p> <p>World Wide Web address _____</p> <p>Has your firm produced (1) certain lawn and garden fence posts, as defined in the instruction booklet, or (2) certain metal posts over 1.00 pound per foot, as defined in the instruction booklet, at any time since January 1, 1999?</p> <p><input type="checkbox"/> <b>NO</b> (Sign the certification below and promptly return only this page of the questionnaire to the Commission)</p> <p><input type="checkbox"/> <b>YES</b> (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)</p>
---

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( ) \_\_\_\_\_  
*Phone*

( ) \_\_\_\_\_  
*Fax*

**PART I.--GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_  
\_\_\_\_\_

I-3. Do you support or oppose the petition? Please explain.

Support     Oppose     Take no position

\_\_\_\_\_

As indicated at the top of the page, your response to this question will be treated as business proprietary. However, if the Commission's final determination in the investigation is affirmative and an antidumping duty order is issued, the Commission, pursuant to section 754 of the Tariff Act of 1930, will provide a list of firms supporting the petition to the Customs Service for possible distribution of any antidumping duties that may be collected. If you wish to waive business proprietary treatment of your response to this question in order to make your position with respect to the petition public and allow inclusion of your firm on that list, indicate "yes" below.

Yes                       No (that is, I do not wish my position on the petition to be made public)

I-4. Is your firm owned, in whole or in part, by any other firm?

No                       Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

**PART I.--GENERAL QUESTIONS--Continued**

I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain lawn or garden fence posts from China into the United States or which are engaged in exporting such products from China to the United States?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain lawn or garden fence posts?

No  Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART II.--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_

Phone No. \_\_\_\_\_ E-mail address \_\_\_\_\_

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure; curtailment of production because of shortages of materials; or any other change in the character of your operations or organization relating to the production of certain lawn and garden fence posts since January 1, 1999?

No  Yes--Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-3. Does your firm produce other products on the same equipment and machinery used in the production of certain lawn and garden fence posts?

No       Yes--List the following information.

Product

Basis for allocation of capacity data

_____	_____
_____	_____

II-4. Please describe the constraint(s) that set the limit(s) on your production capabilities.

\_\_\_\_\_

\_\_\_\_\_

II-5. Does your firm produce other products using the same production and related workers employed to produce certain lawn and garden fence posts?

No       Yes--List the following information.

Product

Basis for allocation of employment data

_____	_____
_____	_____

II-6. Since January 1, 1999, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the production of certain lawn and garden fence posts?

No       Yes--Name firm: \_\_\_\_\_

II-7. Does your firm produce certain lawn and garden fence posts in a foreign trade zone (FTZ)?

No       Yes--Identify FTZ(s): \_\_\_\_\_

II-8. Since January 1, 1999, has your firm imported certain lawn and garden fence posts?

No       Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-9. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain lawn and garden fence posts in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
<b>AVERAGE PRODUCTION CAPACITY</b> <i>(quantity)</i>					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> <i>(quantity)</i>					
<b>PRODUCTION</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>1</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>1</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> <i>(quantity)</i>					
<b>U.S. SHIPMENTS TO END USERS</b> <i>(quantity)</i>					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> <i>(1,000 hours)</i>					
<b>WAGES PAID TO PRWs</b> <i>(value)</i>					
<p><sup>1</sup> Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below:</p>					
<p><sup>2</sup> Identify your principal export markets: _____</p>					
<p><sup>3</sup> <b>Reconciliation of data.</b>--Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?</p>					
<p><input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____</p>					

**PART II.--TRADE AND RELATED INFORMATION--Continued**

II-10. If you reported transfers to related firms in question II-9, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced by market or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

---



---

II-11. Other than direct imports, has your firm otherwise purchased certain lawn and garden fence posts since January 1, 1999? (See definitions in the instruction booklet.)

No       Yes--Report such purchases below for the specified periods.<sup>1</sup>

<i>(Quantity in 1,000 pounds, value in \$1,000)</i>					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
<b>PURCHASES FROM U.S. IMPORTERS<sup>2</sup> OF PRODUCT FROM--</b>					
<b>CHINA:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>ALL OTHER COUNTRIES:</b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM DOMESTIC PRODUCERS:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<b>PURCHASES FROM OTHER SOURCES:<sup>2</sup></b>					
<i>Quantity</i>					
<i>Value</i>					
<sup>1</sup> Please indicate your reasons for purchasing this product. If your reasons differ by source, please elaborate. <hr/> <hr/>					
<sup>2</sup> Please list the name of the firm(s) from which you purchased this product. If your suppliers differ by source, please identify the source for each listed supplier. <hr/> <hr/>					



**PART III.--FINANCIAL INFORMATION--Continued**

III-6. **Operations on certain lawn and garden fence posts.**--Report the revenue and related cost information requested below on the certain lawn and garden fence post operations of your U.S. establishment(s).<sup>1</sup> Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

<b>(Quantity in 1,000 pounds, value in \$1,000)</b>					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2001	2002
<b>Net sales quantities:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales quantities					
<b>Net sales values:<sup>2</sup></b>					
Commercial sales					
Internal consumption					
Transfers to related firms					
Total net sales values					
<b>Cost of goods sold (including internal consumption and transfers to related firms):</b>					
Raw materials					
Direct labor					
Other factory costs					
Total cost of goods sold					
<b>Gross profit or (loss)</b>					
<b>Selling, general, and administrative (SG&amp;A) expenses:</b>					
Selling expenses					
General and administrative expenses					
Total SG&A expenses					
<b>Operating income or (loss)</b>					
<b>Other income and expenses:</b>					
Interest expense					
All other expense items					
All other income items					
All other income or expenses, net					
<b>Net income or (loss) before income taxes</b>					
<b>Depreciation/amortization included above</b>					
<sup>1</sup> Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. <sup>2</sup> Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire.					

**PART III.--FINANCIAL INFORMATION--Continued**

III-7. Capital expenditures, research and development expenditures, and asset values.--Report your firm's capital expenditures and research and development expenditures on certain lawn and garden fence posts, and the values of the property, plant, and equipment used in the production of certain lawn and garden fence posts. Provide data for your three most recently completed fiscal years in chronological order from left to right, and for the specified interim periods.

(Value in \$1,000)					
Item	Fiscal years ended--			January-March	
	_____	_____	_____	2001	2002
<b>Capital expenditures</b>					
<b>Research and development expenditures</b>					
<b>Property, plant, and equipment:</b>					
Original cost					
Book value					

III-8. Since January 1, 1999, has your firm experienced any actual negative effects on its return on investment or its growth, investment, ability to raise capital, existing development and production efforts (including efforts to develop a derivative or more advanced version of the product), or the scale of capital investments as a result of imports of certain lawn and garden fence posts from China?

No       Yes--My firm has experienced actual negative effects as follows:

Cancellation or rejection of expansion projects

Denial or rejection of investment proposal

Reduction in the size of capital investments

Rejection of bank loans

Lowering of credit rating

Problem related to the issue of stocks or bonds

Other (specify) \_\_\_\_\_

III-9. Does your firm anticipate any negative impact of imports of certain lawn and garden fence posts from China?

No       Yes--My firm anticipates negative effects as follows:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART IV.--PRICING AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Mary Pedersen (202-205-3247).

IV-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

**Section IV-A.--PRICE DATA**

This section requests quarterly f.o.b. shipping price and quantity data concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products during January 1999-March 2002:

**Product 1.--Light duty lawn and garden fence posts, 14 gauge thick, 1 ¾ inches wide by 4 feet tall**

**Product 2.--Light duty lawn and garden fence posts, 14 gauge thick, 1 ¾ inches wide by 5 feet tall**

**Product 3.--Heavy duty lawn and garden fence posts, 13 gauge thick, 3 inches wide by 5 feet tall**

**Product 4.--Heavy duty lawn and garden fence posts, 13 gauge thick, 3 inches wide by 6 feet tall**

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-A.--PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each of the specified products produced and sold by your firm.

Product 1  Product 2  Product 3  Product 4

(Quantity in pounds, value in dollars)		
Period of shipment	Quantity	F.o.b. value
<b>1999:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2000:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2001:</b>		
January-March		
April-June		
July-September		
October-December		
<b>2002:</b>		
January-March		
<sup>1</sup> If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/>		

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS**

IV-B-1. Please describe how your firm determines the prices that it charges for sales of certain lawn and garden fence posts (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

---

---

IV-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

---

---

IV-B-3. What are your firm's typical sales terms for its U.S.-produced certain lawn and garden fence posts (e.g., 2/10 net 30 days)? \_\_\_\_\_ On what basis are your prices of domestic certain lawn and garden fence posts usually quoted (e.g., f.o.b. warehouse, or delivered)? \_\_\_\_\_

IV-B-4. Approximately what percentage of your firm's sales of its U.S.-produced certain lawn and garden fence posts are on a contract (\_\_\_ percent) vs. spot sales (\_\_\_ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? \_\_\_\_\_

(b) How frequently are contracts renegotiated? \_\_\_\_\_

(c) Does the contract fix quantity, price, or both? \_\_\_\_\_

(d) Does the contract have a meet or release provision? \_\_\_\_\_

(e) What are the standard quantity requirements, if any? \_\_\_\_\_

(f) What is the price premium for sub-minimum shipments? \_\_\_ percent

IV-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain lawn and garden fence posts? \_\_\_\_\_

IV-B-6. What is the approximate percentage of the total delivered cost of certain lawn and garden fence posts that is accounted for by transportation costs? \_\_\_ percent. Who generally arranges the transportation to your customers' locations? Your firm \_\_\_ or purchaser \_\_\_ (check one). What proportion of your sales occur within 100 miles of your storage or production facility? \_\_\_ percent. 101 to 1,000 miles? \_\_\_ percent. Over 1,000 miles? \_\_\_ percent.

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-7. What is the geographic market area in the United States served by your firm's certain lawn and garden fence posts?

---

---

IV-B-8. What other products may be substitutes for certain lawn and garden fence posts?

---

---

IV-B-9. Describe the end uses of the certain lawn and garden fence posts that you manufacture. For each end use product, what percentage of the total cost is accounted for by certain lawn and garden fence posts?

---

---

IV-B-10a. How has the demand within the United States (and outside the United States if known) for certain lawn and garden fence posts changed since January 1, 1999? What were the principal factors affecting changes in demand?

---

---

IV-B-10b. Is demand for certain lawn and garden fence posts in the U.S. market seasonal or influenced by any business cycles? What influence does any seasonality or the presence of business cycles have on prices during the year?

---

---

IV-B-11. Have there been any significant changes in the product range or marketing of certain lawn or garden fence posts in the past five years?

No       Yes--Please describe.

---

---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-12. Does your firm sell certain lawn and garden fence posts over the internet?

- No       Yes--Please describe, noting the estimated percentage of your firm's total sales of certain lawn and garden fence posts in 2001 accounted for by internet sales.

---

IV-B-13. Are the U.S.-produced and imported certain lawn and garden fence posts from China used interchangeably (i.e., can they physically be used in the same applications)?

- Yes       No--Please explain.

---

IV-B-14. Are the U.S.-produced and NONSUBJECT imported certain lawn and garden fence posts (i.e., product imported from countries/firms not subject to this investigation) generally used interchangeably?

- Yes       No--Please explain, by country.

---

IV-B-15. Are NONSUBJECT imported certain lawn and garden fence posts used interchangeably with certain lawn and garden fence posts imported from China?

- Yes       No--Please explain, by country.

---

IV-B-16. Are there any differences in product characteristics or sales conditions between U.S.-produced certain lawn and garden fence posts and such products imported from China that are a significant factor in your firm's sales of certain lawn and garden fence posts?

- No       Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

---

---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced certain lawn and garden fence posts and NONSUBJECT imported certain lawn and garden fence posts that are a significant factor in your firm's sales of such products?

- No                       Yes--Please describe any such advantages or disadvantages of the domestic product vis-a-vis the nonsubject imported product, by country of origin.

---

---

IV-B-18. Are there any differences in product characteristics or sales conditions between NONSUBJECT imported certain lawn and garden fence posts and such products imported from China that are a significant factor in your firm's sales of certain lawn and garden fence posts?

- No                       Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product vis-a-vis the imported product from China.

---

---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-B.--PRICE-RELATED QUESTIONS--Continued**

IV-B-19. The following questions relate to the degree of similarity or the differences between (1) certain lawn and garden fence posts, which are 1.00 pound or less per foot and (2) certain metal posts over 1.00 pound per foot.

Please describe the any similarities and/or differences in the physical characteristics of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

---

---

---

Please describe the any similarities and/or differences in the uses for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

---

---

---

Please describe the degree of interchangeability, if any, between (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot, i.e., are they used in the same or similar applications.

---

---

---

Please describe the any similarities and/or differences in the channels of distribution for (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

---

---

---

Please describe, to the best of your knowledge, any similarities and/or differences in customer and producer perceptions of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot

---

---

---

Please explain whether (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot are made in common (i.e., the same or shared) manufacturing facilities, using common production processes, and production employees.

---

---

---

Please describe the any similarities and/or differences in the prices of (1) certain lawn and garden fence posts and (2) certain metal posts over 1.00 pound per foot.

---

---

---

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-C.--CUSTOMER IDENTIFICATION**

Please identify below the names and addresses of your firm's 10 largest customers for certain lawn and garden fence posts during January 1999-March 2002. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total shipments of certain lawn and garden fence posts that each of these customers accounted for in 2001.

No.	Customer's name	Street address (not P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-D.--COMPETITION FROM IMPORTS--LOST REVENUES**

*Instructions for preliminary investigation:* **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

**Since January 1, 1999:** To avoid losing sales to competitors selling certain lawn and garden fence posts from China, did your firm:

Reduce prices  Yes  No

Roll back announced price increases  Yes  No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost revenues whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your initial price quotation
- Quantity involved
- Your initial *rejected* price quotation (total delivered value)
- Your *accepted* price quotation (total delivered value)
- The country of origin of the competing imported product
- The competing price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity (pounds)	Initial rejected U.S. price (total value--dollars)	Accepted U.S. price (total value--dollars)	Country of origin	Competing import price (total value--dollars)
						China	
						China	
						China	

**PART IV.--PRICING AND RELATED INFORMATION--Continued**

**Section IV-E.--COMPETITION FROM IMPORTS--LOST SALES**

*Instructions for preliminary investigation:* **THIS SECTION IS TO BE COMPLETED ONLY BY NON-PETITIONERS.** (Note: petitioners may provide allegations involving quotes made AFTER the filing of the petition.)

Since January 1, 1999: Did your firm lose sales of certain lawn and garden fence posts to imports of these products from China?

Yes       No

If yes, please furnish as much of the following information as possible for each affected transaction. Document such allegations of lost sales whenever possible (documentation could include copies of invoices, sales reports, or letters from customers). **Please note that the Commission may contact the firms named to verify the allegations reported.**

- Customer name, contact person, phone and fax numbers
- Specific product(s) involved
- Date of your price quotation
- Quantity involved
- Your rejected price quotation (total delivered value)
- The country of origin of the competing imported product
- The accepted price quotation of the imported product (total delivered value)

Customer name, contact person, phone and fax numbers	Product	Date of quote	Quantity ( <i>pounds</i> )	Rejected U.S. price (total value-- <i>dollars</i> )	Country of origin	Accepted import price (total value-- <i>dollars</i> )
					China	
					China	
					China	
					China	

**PART V.-CERTAIN METAL POSTS OVER 1.00 POUND PER FOOT--TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Fred Ruggles (202-205-3187). **Supply all data requested (except for financial data) on a calendar-year basis.**

V-1. Who should be contacted regarding the requested information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

V-2. With respect to your firm's operations on **certain metal posts over 1.00 pound per foot**, have you, since January 1, 1999, lost sales or revenues or experienced any negative effects on your firm's growth, investment, ability to raise capital, or existing development and production efforts, including efforts to develop a derivative or more advanced version of the product, as a result of imports of certain lawn and garden fence posts from China?

No       Yes--Please describe the lost sales/revenues and/or negative impact.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

V-3. Report the information requested on the following page for **certain metal posts over 1.00 pound per foot**, produced in your U.S. establishment(s) during the specified periods. (See product definitions in the instruction booklet). In the space provided below, please indicate whether or not your firm was able to provide accurate figures, or estimates, for the data requested. If not, identify your problems in doing so and indicate the nature (and extent) of any inaccuracies.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART V.--CERTAIN METAL POSTS OVER 1.00 POUND PER FOOT--TRADE AND RELATED INFORMATION--Continued**

V-4. Report your firm's production capacity, production, shipments, inventories, and employment related to the production of certain metal posts over 1.00 pound per foot in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

<b>(Quantity in pounds, value in \$1,000)</b>					
Item	Calendar years, except as noted			January-March	
	1999	2000	2001	2001	2002
<b>AVERAGE PRODUCTION CAPACITY</b> ( <i>quantity</i> )					
<b>BEGINNING-OF-PERIOD INVENTORIES</b> ( <i>quantity</i> )					
<b>PRODUCTION</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS:</b>					
<b>Commercial shipments:</b>					
<i>Quantity</i> of commercial shipments					
<i>Value</i> of commercial shipments					
<b>Internal consumption:</b>					
<i>Quantity</i> of internal consumption					
<i>Value</i> <sup>1</sup> of internal consumption					
<b>Transfers to related firms:</b>					
<i>Quantity</i> of transfers to related firms					
<i>Value</i> <sup>1</sup> of transfers to related firms					
<b>EXPORT SHIPMENTS:</b> <sup>2</sup>					
<i>Quantity</i> of export shipments					
<i>Value</i> of export shipments					
<b>END-OF-PERIOD INVENTORIES</b> <sup>3</sup> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> ( <i>quantity</i> )					
<b>U.S. SHIPMENTS TO END USERS</b> ( <i>quantity</i> )					
<b>AVERAGE NUMBER OF PRWs</b>					
<b>HOURS WORKED BY PRWs</b> ( <i>1,000 hours</i> )					
<b>WAGES PAID TO PRWs</b> ( <i>value</i> )					
<b>FINANCIAL INFORMATION:</b> <sup>4</sup>					
<b>Net sales:</b> <sup>5</sup>					
<i>Quantity</i>					
<i>Value</i>					
<b>Cost of goods sold</b> ( <i>value</i> )					
<b>Gross profit or (loss)</b> ( <i>value</i> )					
<b>Selling, general, and administrative expenses</b> ( <i>value</i> )					
<b>Operating income or (loss)</b> ( <i>value</i> )					
<b>Capital expenditures</b> ( <i>value</i> )					
<sup>1</sup> Sales to related firms (including internal consumption and transfers) must be valued at fair market value. <sup>2</sup> Identify your principal export markets: _____ <sup>3</sup> <b>Reconciliation of data.</b> --Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <b>G</b> Yes <b>G</b> No--Please explain: _____ <sup>4</sup> Report financial information on a fiscal-year basis (year ending _____). <sup>5</sup> Including internal consumption and transfers to related firms and net of discounts, returns, allowances, and prepaid freight.					